

May 11, 1994

TO: R. C. Farmer

RE: **BUFFALO REGION MILITARY ACCOUNTS TRIP REPORT**
5/3 - 5/5/94

Dear Roger:

Following is an overview of my visit to military calls in the Syracuse and Albany Divisions.

- 5/3/94: W/W DM Bob Steele and RR Diane Eckardt at Griffis AFB. There are three calls at this base, one commissary, and two exchanges, that are currently being handled by Diane. This base is slated to be closed by mid 1995 and has begun to downsize. Due to the closure, our volume will decline steadily. I can handle this base, but will need to utilize Diane's part-timer, James Gloo, 6 to 8 hours per week to place orders and coupons.
- 5/4/94: W/W ASR Mickey Halstead at Ft. Drum in Watertown, NY. This is a very large base and represents about 75% of your region's military volume. There is one commissary, and about 8-9 exchanges that are currently being handled by Mickey with no part-timers. I will handle this base as soon as a part-timer can be hired to work between 2-2½ days per week. Mickey is following up several leads on possible candidates and will contact me. This person, when hired, will work for me and come out of my payroll. In the meantime, Mickey should continue to call on at least the commissary to coupon our product.
- 5/5/94: W/W DM Rick Westenberger and called on the Navy Exchange in Scotia and the AAFES BX in Watervliet. Both the Navy and AAFES has instituted a "no back room inventory" policy dictating that exchanges only carry enough stock to fill their on-floor cigarette departments. If this policy is enforced, the result will be massive out-of-stocks and declining volume. I discussed these calls with Rick as to whether he would want me to handle them directly or whether he would handle. Rick requested that I take over these calls and utilize one of his part-timers for 4-6 hours per week.

The part-timer hours utilized at Griffis and in the Albany Division will be reimbursed to you and I understand that Jeff Keyes is sending a memo outlining the procedure. In the near future I will be getting in touch with the Buffalo and Rochester Divisions and also Plattsburg AFB to assist in any way I can.

51860 9738

Please let me know if this is satisfactory with you.

Sincerely,

Rolf Wittern
MSM

cc: E. C. Wheedleton, Eastern Military Region
R. R. Steele, Syracuse 1622
R. J. Westenberger, Albany 1623

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